

TACOM LCMC Visibility and Communication (VisCom) Overview

Source: Tony Mitek IBET TL, TARDEC

As of: 26JUL12

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Report Documentation Page			Form Approved OMB No. 0704-0188		
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1. REPORT DATE 13 AUG 2012		2. REPORT TYPE Briefing Charts		3. DATES COVERED 13-08-2012 to 13-08-2012	
4. TITLE AND SUBTITLE TACOM LCMC Visibility and Communication (VisCom) Overview			5a. CONTRACT NUMBER		
			5b. GRANT NUMBER		
			5c. PROGRAM ELEMENT NUMBER		
6. AUTHOR(S) Tony Mitek			5d. PROJECT NUMBER		
			5e. TASK NUMBER		
			5f. WORK UNIT NUMBER		
7. PERFORMING ORGANIZATION NAME(S) AND ADDRESS(ES) U.S. Army TARDEC ,6501 E.11 Mile Rd,Warren,MI,48397-5000			8. PERFORMING ORGANIZATION REPORT NUMBER #23202		
9. SPONSORING/MONITORING AGENCY NAME(S) AND ADDRESS(ES) U.S. Army TARDEC, 6501 E.11 Mile Rd, Warren, MI, 48397-5000			10. SPONSOR/MONITOR'S ACRONYM(S) TARDEC		
			11. SPONSOR/MONITOR'S REPORT NUMBER(S) #23202		
12. DISTRIBUTION/AVAILABILITY STATEMENT Approved for public release; distribution unlimited					
13. SUPPLEMENTARY NOTES Presented to DMSMS and Standardization Conference 2012					
14. ABSTRACT N/A					
15. SUBJECT TERMS					
16. SECURITY CLASSIFICATION OF:			17. LIMITATION OF ABSTRACT Same as Report (SAR)	18. NUMBER OF PAGES 12	19a. NAME OF RESPONSIBLE PERSON
a. REPORT unclassified	b. ABSTRACT unclassified	c. THIS PAGE unclassified			



Purpose



- Provide an overview of the TACOM LCMC Visibility and Communication Tool





Industrial Base Visibility and Communication Tool



Objective:

- Create, update, and maintain Industrial Source access to support the Diminishing Manufacturing Sources and Material Shortages (DMSMS) effort.
- Identify current TACOM Industrial Base including *every vendor for every TACOM NSN and potential industrial supply base sources* to provide a maximum number of available options.
- Provide communication, analyze trends and risks associated with the U.S. commercial industrial base.

Linking TACOM LCMC requirements to Industrial Base Capabilities



Industrial Base Visibility and Communication Tool



salesforce.com - Enterprise Edition - Microsoft Internet Explorer provided by Automation Alley

https://na11.salesforce.com/home/home.jsp

‘cloud’ storage

File Edit View Favorites Tools Help

Search All... Search

Andrea Duncan Help

Home Files Companies Contacts Reports Dashboards 4-Digit FSC Codes 4-Digit NAICS Codes 6-Digit NAICS Codes Requirements D&B360 Build A List

Create New...

Recent Items

- BAE SYSTEMS GLOBAL COMBAT SYSTEMS MUNITIONS LTD
- Bae Systems Hägglunds AB
- BAE SYSTEMS LAND SYSTEMS (WEAPONS & VEHICLES) LTD
- Memco Inc
- American Apex Corp
- Apex Tool Group
- Apex Tool Group
- Global Ceramic Services Inc
- Andrea Duncan
- Herkules Equipment Corporation

Custom Links

Dashboard

Last refreshed at 1/23/2012 8:31 AM. Displaying data as DMSMS.

All Companies

Record Count

21,097

All Companies by Original Source

Record Count

Original Source	Record Count
Automation All..	822
Business Card/..	426
DC3	197
DLA	10,217
Hoovers	541
Metal Coating ..	2,893
NDIA	1,241
SAE	1,676
SBA	820
TACOM	2,089
Web Portal	174

21,000 + companies

All TACOM/DLA vendors

Partnered w/related orgs & companies

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Industrial Base Visibility and Communication Tool



4-Digit FSC Code: 4620 ~ salesforce.com - Enterprise...

Home Safety Tools Page

- [Koenier Instrument Company, Inc.](#)
- [BAE SYSTEMS GLOBAL COMBAT SYSTEMS MUNITIONS LTD](#)
- [Bae Systems Hägglunds AB](#)
- [BAE SYSTEMS LAND SYSTEMS \(WEAPONS & VEHICLES\) LTD](#)
- [Memco Inc](#)
- [American Apex Corp](#)
- [Apex Tool Group](#)
- [Apex Tool Group](#)
- [Global Ceramic Services Inc](#)

Custom Links

Messages and Alerts

Recycle Bin

4-Digit FSC Code Detail

Edit Delete Clone

4 Digit Federal Supply Class Number 4620

4-Digit FSC Code Name Water Distillation Equipment, Marine & Industrial

Number of Small Business Companies 13

▼ FSC Code Associated Information

Number of Associated Companies 13

Number of Low D&B Prescreen Score 11

Number of Med D&B Prescreen Score 2

Number of High D&B Prescreen Score 0

13 total companies in this FSC

► System Information

Edit Delete Clone

★ Industry Classification Code

New Industry Classification Code

Action	Classification Link	Account	Last Modified By
Edit Del	IC-83521	Aqua-Chem Inc	DMSMS , 10/20/2010 5:05 AM
Edit Del	IC-233262	Compass Water Solutions Inc	Dan Raubinger , 9/30/2011 12:50 PM
Edit Del	IC-89977	Hach Co	DMSMS , 10/21/2010 5:23 AM
Edit Del	IC-96974	Hamilton Sundstrand Corp	DMSMS , 11/10/2010 10:56 AM
Edit Del	IC-107730	ITT Corp	DMSMS , 11/10/2010 12:11 PM
Edit Del	IC-79554	Koehler Instrument Company, Inc.	DMSMS , 10/18/2010 4:56 PM

Search by company "Koehler Inst"

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Industrial Base Visibility and Communication Tool



Company: Koehler Instrument Company, Inc. ~ salesforce.com - Enterprise Edition - Microsoft Internet Explorer provided by Autom

https://na11.salesforce.com/001A0000009kfi

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Company: Koehler Instrument Company, Inc. ~ sales...

Home Companies Contacts Reports Leads Dashboards VR Email VR Statistics VR Postcard 4-Digit FSC Codes Jigsaw Campaigns Questionnaires +

Create New...

Company
Koehler Instrument Company, Inc.

Customize Page | Edit Layout | Printable View | Help for this Page

Show Chatter + Follow

Contacts [1] | Open Activities [0] | Activity History [0] | Notes & Attachments [0] | Questionnaires [0] | Industry Classification Code [25+] | Work Directives [1]

Company Detail Edit Delete

Company Name	Koehler Instrument Company, Inc. [View Hierarchy]	Phone	(631) 589-3800
Parent Company		Fax	(631) 589-3815
Description		Website	http://www.koehlerinstrument.com
Contract Awarded?	<input type="checkbox"/>	External ID Temp	
Amount of Contract Awarded		WD007	
Small Business	Yes		
# of NAICS Codes	1		
# FSC Codes	24		

Source(s)

SBA	<input type="checkbox"/>	Automation Alley	<input type="checkbox"/>
SXT	<input type="checkbox"/>	Detroit Chamber	<input type="checkbox"/>
TACOM	<input checked="" type="checkbox"/>	SAE	<input checked="" type="checkbox"/>
DC3	<input type="checkbox"/>	Business Card/Trade Show	<input type="checkbox"/>
Metal Coating Companies	<input type="checkbox"/>	Web Portal	<input type="checkbox"/>
Original Source	DLA	DLA	<input checked="" type="checkbox"/>

Start

12:26 11-Oct-11

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Company: Koehler Instrument Company, Inc. ~ sales...

▼ Company Details

Annual Revenue	\$9,600,000	Year Established	1935
Employees	55	Risk Score DnB	Low Risk
Owns/Rents?	Owns	SIC Code	38230000
Plant/Facility Size	28,500	Minority Owned	<input type="checkbox"/>
Location Type	Single Location	Women Owned	<input type="checkbox"/>
Stock Ticker		Manufacturing	<input checked="" type="checkbox"/>
Ownership	Private	Subsidiary	<input type="checkbox"/>
Longitude	-73.1236	Accountant Name	
Latitude	40.7828	Bank Name	
MSA Value	New York-Northern New Jersey-Long Island	Company AKA	
Foreign Trade	Imports	Type	

▼ Address Information

Billing Address	1595 Sycamore Ave Bohemia, NY 11716-1732 USA	Shipping Address	1595 Sycamore Ave Bohemia, NY 11716-1732
County - Billing	Suffolk	County - Shipping	

▼ Classification Information

DUNS Number	001361773	Primary Product	Process control instruments
CAGE Code	23035	Small Business Designation	TRUE
Industry		OESA Member	<input type="checkbox"/>
Industry Sub Type			

▼ System Information

Created By	Mike Cummins, 4/15/2010 12:40 PM	Last Modified By	DMSMS, 8/1/2011 10:50 AM
AA External ID		Company Owner	Mike Cummins [Change]

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★ Favorites Company: Koehler Instrument Company, Inc. ~ sales...

Contacts [New Contact](#) [Merge Contacts](#) [Contacts Help](#)

Action	Contact Name	Title	Email	Phone	Primary Contact
Edit Del	Warren Brev	Chairman of the Board	sales@koehlerinstrument.com	(631) 589-3800	✓

Open Activities [New Task](#) [New Event](#) [Open Activities Help](#)

No records to display

Activity History [Log A Call](#) [Mail Merge](#) [Send An Email](#) [Activity History Help](#)

No records to display

Notes & Attachments [New Note](#) [Attach File](#) [Notes & Attachments Help](#)

No records to display

Questionnaires [New Questionnaire](#) [Questionnaires Help](#)

No records to display

Industry Classification Code [New Industry Classification Code](#) [Industry Classification Code Help](#)

Action	Classification Link	NAICS Code	NAICS Desc	FSC Code	FSC Desc	SIC Code	SIC Desc	Record ID
Edit Del	IC-35060	334513	Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables					a00A0000001BbSf
Edit Del	IC-79533			5945	Relays and Solenoids			a00A0000001ZJIP
Edit Del	IC-79534			4820	Valves, Nonpowered			a00A0000001ZJIQ
Edit Del	IC-79535			6685	Pressure, Temperature/Humidity Measuring/Controlling Instrmts			a00A0000001ZJIR

Start

12:29 11-Oct-11

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Geographical View of Suppliers



LunaTech Designs Google Earth plug-in

The screenshot displays the TARDEC-DMSMS Menu interface, which is a Google Earth plug-in. The main window shows a satellite map of the United States with numerous yellow pins indicating supplier locations. The interface includes a search bar at the top left, a menu on the left, and a list of search results on the right.

TARDEC-DMSMS Menu

- Search
- Find Companies
- Zoom-to
- Lo
- Company description
- NAICS Code
- FSC Code
- High Risk
- Small Business Designation
- HUBZone
- Asian Pacific American, Other Minority
- Work Directive
- TACOM
- Annual Revenue Between
- Number of Employees Between
- Contract Awarded
- Search
- Clear

Search Results

- 3TEX Inc
- A-J Chemical, Lubricants
- AIW-Alton Inc
- ASAP Design Inc
- Aasa Inc
- Advance Mold Co
- Advanced Fabricating Machinery
- Advanced Finishing Inc
- Aerospace Manufacturing Svcs
- Air Craftors Engineering Inc
- Alkan Shelter LLC
- Allon Industries Inc
- Alpha Machining
- American NDT Inc
- Andesco Sales Inc
- Anham LLC
- Arlington Machine & Tool Co
- Ats Workholding Inc
- Aura Systems, Inc.
- Avs Inc
- B & L Metal Products Inc
- Best Foam Fabricators Inc
- Blue Chip Manufacturing & Sls

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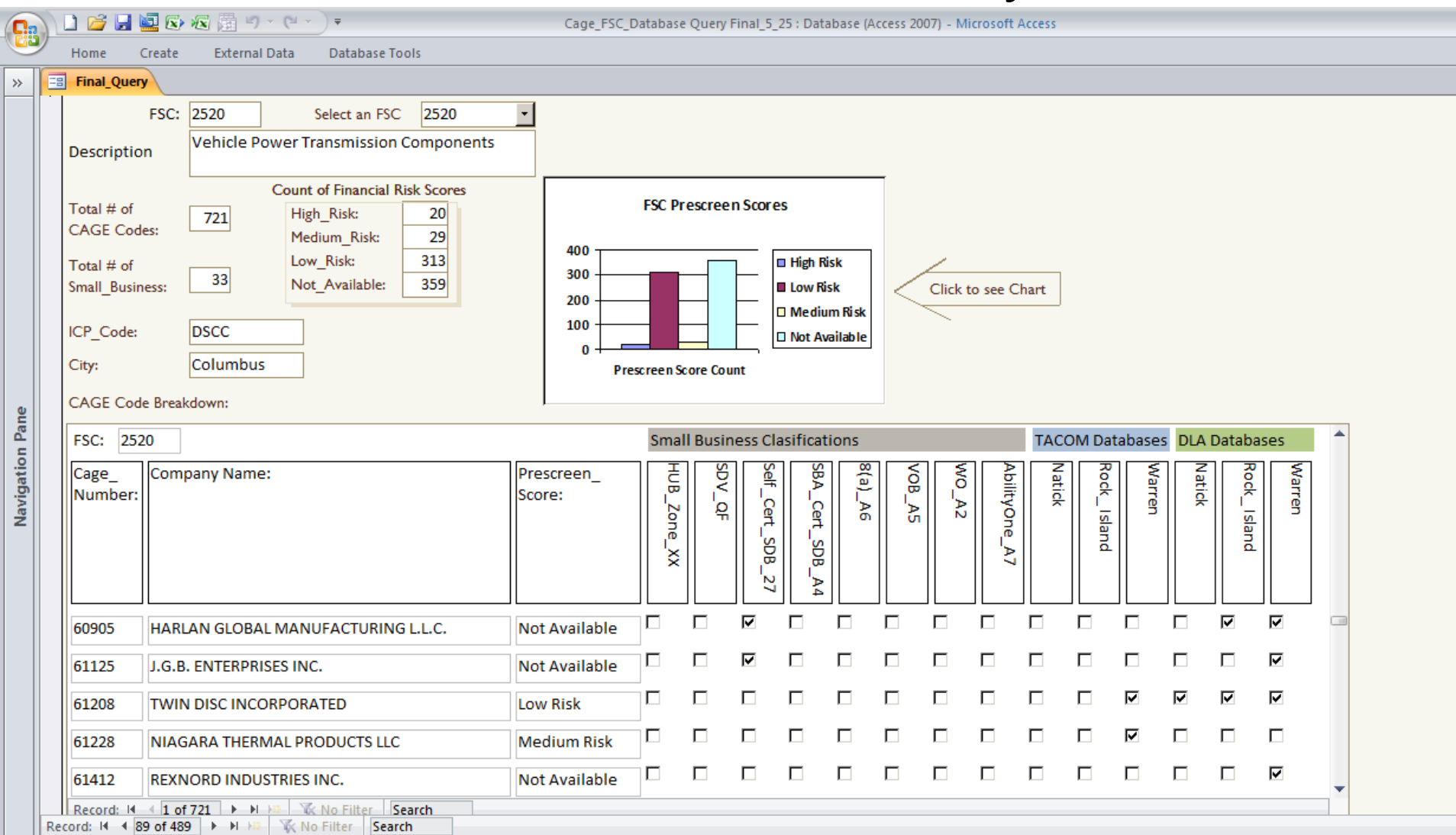
Industrial Base Trend/Risk Analysis



- Health and Risk Analysis of TACOM Industrial Base sorted by the 489 Federal Supply Classes.
- Evaluation Criteria used
 - Depth and strength by FSC
 - D&B Financial Health
 - Trends
 - Other (DCMC & DLA Info)
- Bi-Annual or focused assessments are possible



Industrial Base Trend/Risk Analysis



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Questions?